

IRON MOUNTAIN SECURITY STORAGE CORPORATION

Post Office Box 312 · Hudson, New York · Telephone (518) 828.1544



July 11, 1967

Mr. T. Nelson
Systems Consultant
Box 1546
Poughkeepsie, New York 12603

Dear Mr. Nelson:

Thank you for your inquiry concerning Iron Mountain. I am inclosing herewith our Brochure, Schedule of Charges, an article that appeared in the Wall Street Journal and a map showing the location of our facility.

Iron Mountain has been in the vital records storage business since 1951 and now has over 700 customers storing their vital records here. The records program of these companies range in size from that of a small bank which might store all their vital financial data in one microfilm drawer up to any number of large industrial companies which would utilize private vault areas of several thousand square feet each. We believe that our experience in the field of records management places us in the unique position of being able to handle efficiently and economically the storage, maintenance and retrieval of vital information for any concern no matter what the size of its program.

I will contact you in the next several weeks to see if we can be of further assistance to you. In the meantime, if you or any of your associates care to visit us at Iron Mountain, please do not hesitate to contact us.

Very truly yours,

James L. Price

JLP:eg
Inc.

IRON MOUNTAIN SECURITY STORAGE CORPORATION

Post Office Box 312 · Hudson, New York · Telephone (518) 828.1544



SCHEDULE OF CHARGES

All material accepted for storage is stored underground within the confines of Iron Mountain. In addition each customer is assigned either to a private vault or a common vault where each account has its own private space.

- 1) Private vaults range in size from 400 cubic feet (approximately 7' x 8' x 7'2") on up. The annual rental is \$2.50 a cubic foot with a minimum lease of three years.
- 2) Space in the common vaults is based on a unit of approximately 1 cubic foot and can be supplied with the following types of housing equipment depending on the material to be stored.
 - (a) Microfilm drawer holding up to 66 rolls of 16mm microfilm or 42 rolls of 35mm microfilm.
 - (b) Aperture card drawer holding up to 3600 standard aperture cards.
 - (c) Hard copy container measuring 10" x 12" x 15".
 - (d) Magnetic tape container holding 6 reels of 2 inch tape.

Annual rental per unit for a three year lease is as follows:

1st unit	-	\$ 50.00
2nd & 3rd units	-	35.00 each
4th thru 9th	-	25.00 each
10th thru 19th	-	20.00 each
20th unit and up	-	15.00 each

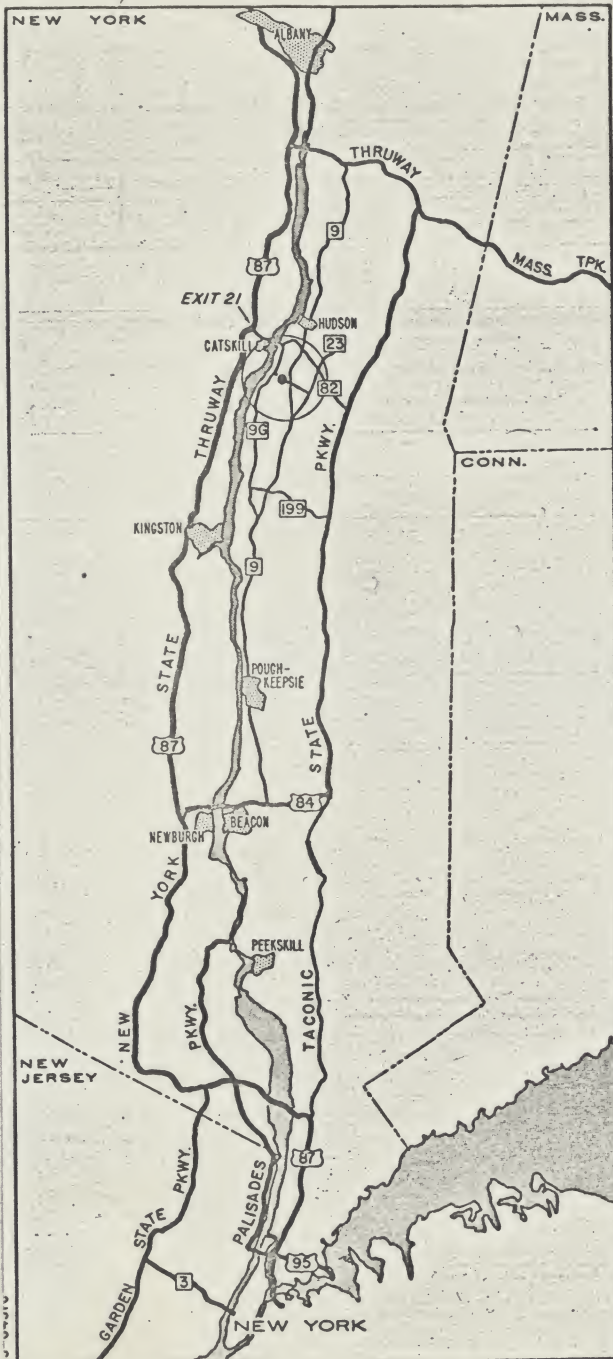
- 3) All types of clerical services are available on a time required basis. These provide complete maintenance of all records including filing, removal and return, updating and destruction of obsolete records and even locating and furnishing copies of any individual item on a microfilm or aperture card.

XERO COPY

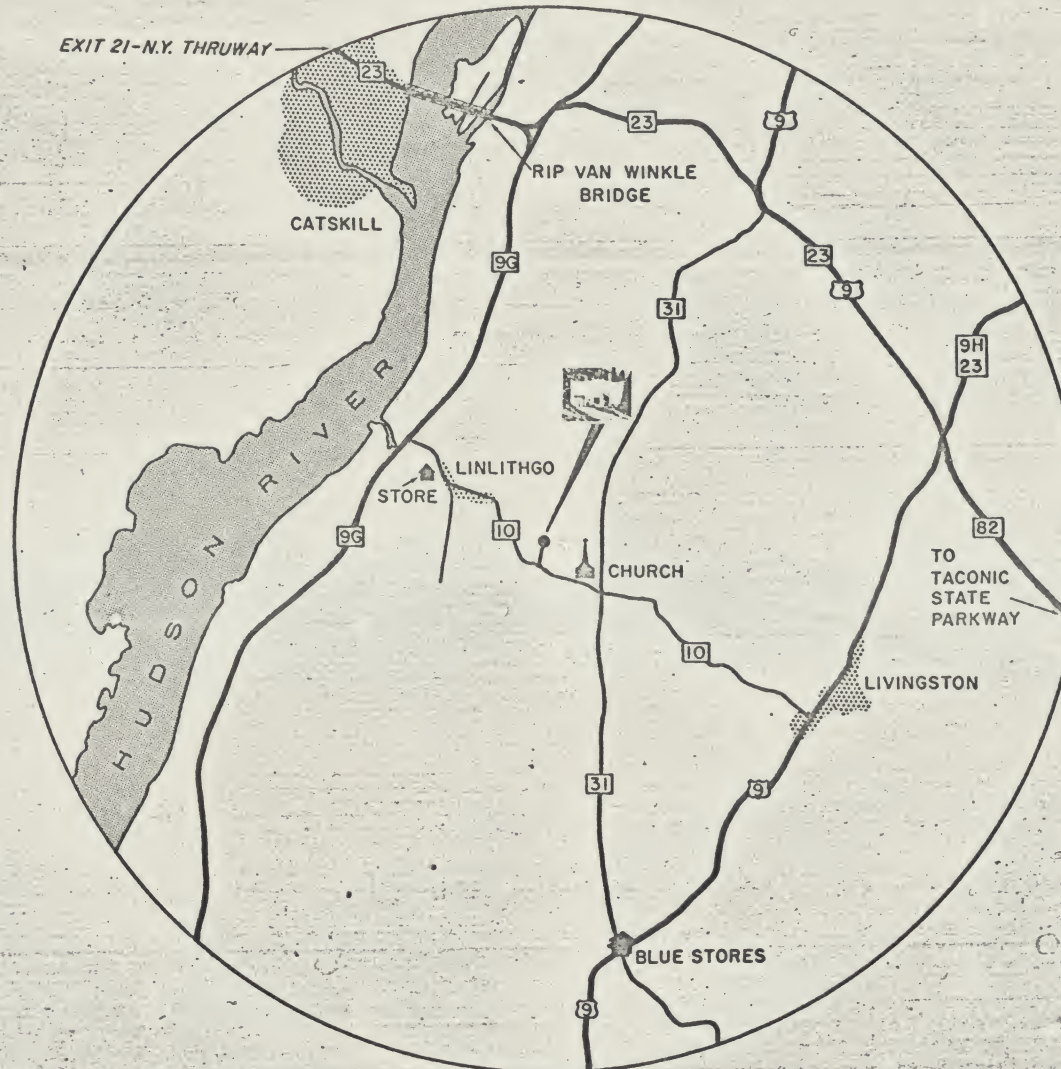
XERO COPY

XERO COPY

XERO COPY



LOCATION MAP



IRON MOUNTAIN SECURITY STORAGE CORPORATION

P. O. BOX 312
HUDSON, NEW YORK
AREA CODE 518
828-1544